



# Sustainable Health Solutions. Empowering Emerging Markets through People-first PPPs

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New.  
German  
Engineering.

# Agenda

1. FiZ as a successful example of the PPP model in healthcare
2. E<sup>2</sup>M – Empowering Emerging Markets
  - a) Guiding principles of FiZ People-first PPPs
  - b) Key elements of collaborative approach
  - c) Successful projects
3. German Genethics - Sustainable Health Solutions
4. UNECE Initiative



## 1. FiZ as a successful example of the PPP model in healthcare

# The Supervisory Board of FiZ

## PPP: safe and sound financial ground



Volker Bouffier



Prime Minister of  
the State of Hesse



Markus Frank



City Council, Head of the  
Department of Economy, Sport,  
Safety and Fire



Prof. Dr. Mathias Müller



President of the Chamber of  
Industry and Commerce  
Frankfurt am Main



# Our Mission

YOUNG  
SINCE  
2002

As a market-oriented technology center,  
the FiZ Frankfurt Biotechnology Innovation Center offers small and medium companies in  
the life science sector an exceptional basis for innovation and growth:

700  
JOBS!

## I Customized infrastructure

16 tenant companies with about 700 highly specialized employees reside at FiZ and are using a customized infrastructure with access to shared services. The companies benefit from access to collaborations, interdisciplinary networks and markets.

## II FiZ Synergy Projects / Start-ups

The FiZ Management supports and develops start-ups. Our target market: solutions for personalized medicine. For this purpose FiZ together with leading partners builds internationally competitive Big Data and software solutions.

FUTURE  
JOBS!







An aerial photograph of a city, likely Toronto, showing a dense urban landscape. In the foreground, there is a large university campus with several modern, multi-story buildings and green spaces. The middle ground is filled with residential and commercial buildings, interspersed with trees showing autumn foliage. In the background, the city skyline is visible, including the CN Tower and other high-rise buildings under a hazy sky.

## 2. E<sup>2</sup>M – Empowering Emerging Markets

# Guiding Principles of FiZ People-first PPPs

Implementing People-first PPPs for the sustainable health solutions



Reliable  
through German data  
security and process  
quality standards



Putting People first:  
creating value for  
patients and engaging  
all stakeholders



Affordable and equitable  
access for all



Applicable  
through the transfer of  
technologies, SOPs and  
building required skills

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**Purpose:** through international collaborations **to build the capacity** of governments to successfully deliver concrete innovative healthcare projects, thus **empowering emerging markets**





## Empowering Emerging Markets. Successful examples of technology transfer.

empowering emerging markets

- **Facilitating international collaborations**  
providing assistance to companies in FIZ in entering international markets and providing a base for international joint R&D projects
- **Consulting for international Technology Centers**  
providing an example for design, development and operation of advanced technology centers and customized laboratory infrastructures according to international standards
- **Strengthening relations with international stakeholders in business, science and politics**



# Collaborative approach – key elements

## Technology Base



- Technology transfer by small and medium-sized German companies
- Creation of national science and technology hubs as a source for new tailor-made products

## Training & Education

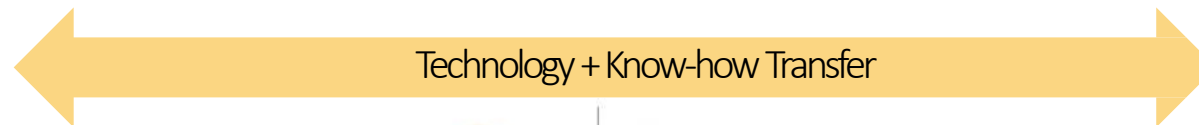


- Trainings for using equipment
- Set-up of research teams
- Support of in-house developments
- Fostering entrepreneurship

## Infrastructure



- Design and development of customized infrastructure for life sciences companies and institutions
- Adaption of infrastructure to international standards





# Successful partnership projects



## Cuba: Havanna

Consultancy for the government establishing a technology and research park



## Algeria: Algiers

Consultancy for the government establishing a biotechnology center and increasing national blood safety



## Saudi-Arabia: Jeddah

Development of a biotech competence center and establishment of innovation infrastructures



## Poland: Wielkopolska region

Advisory mandate for the government to establish a technology center



## India: Pune

Cooperation with Indian partner companies in the fields of bioinformatics and natural ingredients





### 3. German Genethics - Sustainable Health Solutions





The diagram illustrates a three-step diagnostic workflow for cancer patients, represented by three speech bubbles and a central molecular structure.

- Analyze it!** DNA sequencing: GG cancer panel tests hundreds of different clinically actionable genetic variants. (Icon: Magnifying glass)
- Spot it!** Mapping of oncological problems and matching them with the knowledge database. (Icon: Molecular structure)
- Empower the decision!** Providing international clinics and doctors a solid and safe - German Engineered - reporting service. (Icon: Clipboard)

The central molecular structure is a stylized representation of a DNA double helix, composed of orange and yellow spheres connected by lines.

Frankfurter Innovationszentrum  
Biotechnologie

New.  
German  
Engineering.



# Collaboration model

Connecting expertise from FiZ with emerging markets

**EUROPE**  
1st phase of  
collaboration

Hospitals  
abroad



Molecular  
Diagnostic Lab  
in Germany



Bioinformatic  
analysis and  
report creation  
at FiZ



Enabling



Molecular  
Diagnostic Lab  
abroad



further  
development of  
bioinformatics tools



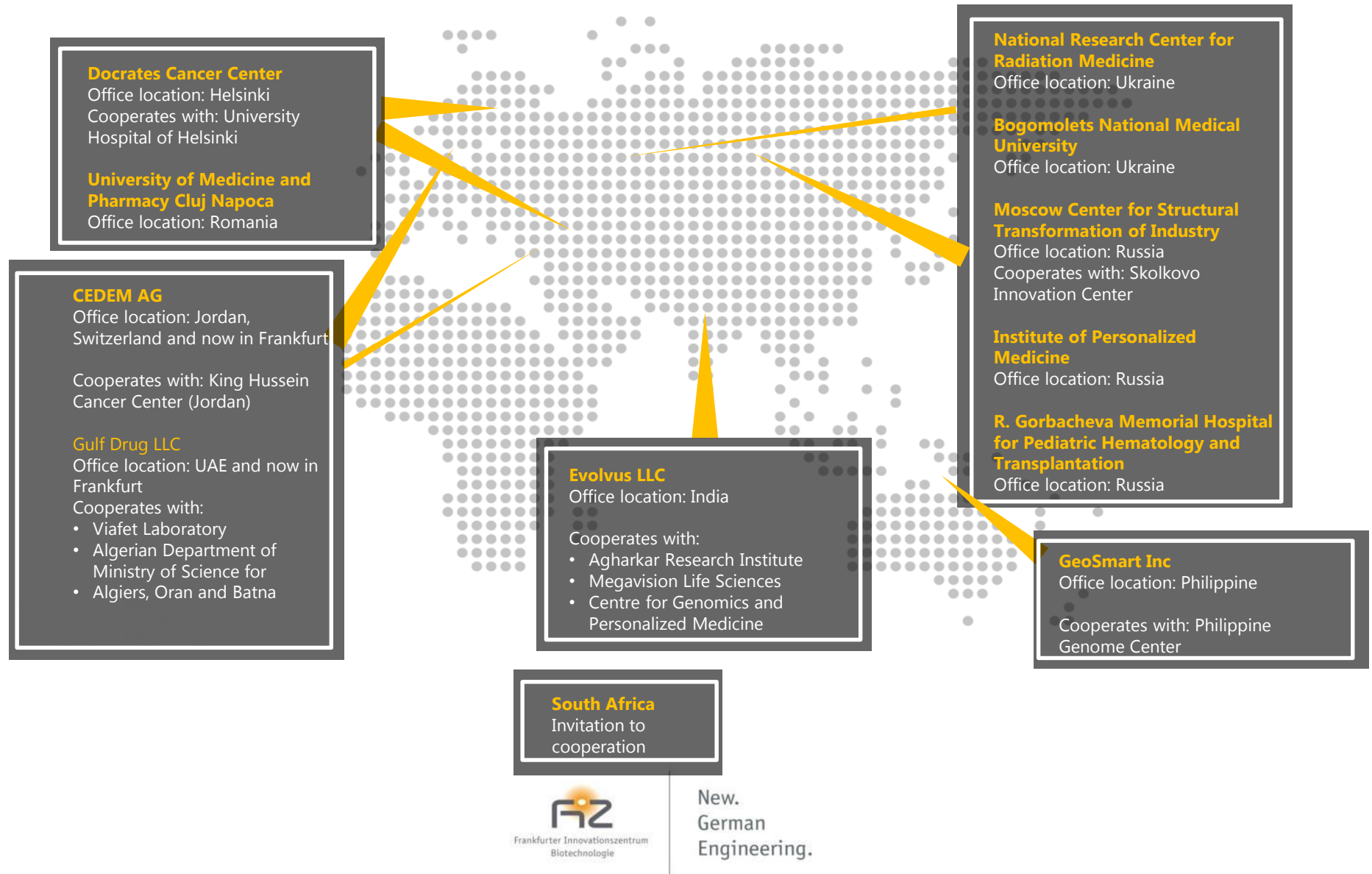
Shared databases  
for various  
economic uses

**Partners abroad**  
2nd phase of  
collaboration





# FiZ Precision Medicine ecosystem





## 4. UNECE Initiative

# Mandate of the UNECE PPP Specialist Center for Healthcare

Contribution to the 2030 Agenda for Sustainable Development Goals (SDGs)



Contribution to the global health agenda and export of German healthcare Know-How



Improving the capacity and pipeline of international public healthcare PPP projects



## FiZ will become one of the founders of the UNECE PPP Competence Center for Healthcare

The Center will work under umbrella of the UNECE and will be supported by the Secretariat and integrated in the existing network of the PPP Specialist Centers

1

Assistance in the preparation and implementation of public health PPP projects at international level; development of specific capacity-building strategies for emerging market governments; delivery of special training on PPPs in the healthcare sector

2

Research on PPPs in the healthcare sector; analysis, development and dissemination of best practice examples

3

Development of international PPP healthcare standards in primary care / polyclinics / telemedicine and digital health / management of public hospitals

## Meeting of the initiative group

“There is always an opportunity to make a difference. Let us make it happen together!”





## Contact

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